

Sansbury-Pricer Corp.

4707 Levada Terrace
Rockville, Maryland 20853
460-5408

19 OCT 1981
10 OCT 1981
20 OCT 1981
CIRIS
PRCO
FYI
return

October 13, 1981

Mr. James N. Glerum
Director of Personnel
Central Intelligence Agency
Washington, D.C. 20505

Dear Mr. Glerum:

A sudden budget squeeze puts even the best managers through torment, but it can also be a good thing. It can be an incentive to tighten the organization now, not later. The trouble is, day-to-day work never stops coming, and getting organized, itself, takes time, effort, a solid staff, and tight organization.

This letter is to give you some idea of the ways in which our company, Sansbury-Pricer Corp., can help you off the unproductive merry-go-round created by tight money and the pressures of daily emergencies which can steal the initiative from even the best management. The attached statement of capabilities describes some of our services. Resumes are available upon request. We hope you will also forward this information concerning our company to your procurement office staff so they can notify us when you are seeking such services.

We have tried to identify services where the need is greatest, and where help of the best kind is the most difficult to find. I suspect no personnel officer will read the enclosure to this letter without finding a service greatly needed in his or her own office.

Our statement of capabilities is intended to give you some ideas that might help you to manage effectively in the face of many competing demands and an austere budget. If any of them fill the specific needs of your organization, we hope you will call us.

Sincerely,

John S. Warman
John S. Warman
President
Sansbury-Pricer Corp.

ROUTING AND RECORD SHEET

SUBJECT: (Optional)

FR

EA/OD/OP
5 E 58 Hqs.

EXTENSION

NO.

DATE

29 Dec. 81

TO: (Officer designation, room number, and building)

DATE

OFFICER'S
INITIALS

COMMENTS (Number each comment to show from whom to whom. Draw a line across column after each comment.)

1.

DD/PA&E

2.

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15.

This was discussed with the Deputy Director and Director of Personnel and both are in complete agreement that it is not appropriate for CIA to furnish a representative to be a member of this Board. As you know, we are not subject to this activity and the appropriateness of a CIA representative is certainly questionable. Please tell Ms. Glover we appreciate the honor in being asked to provide a member but under the circumstances we don't believe we should.

Called
30 Dec. 1330
Ms. Glover on leave
till 11 Jan. left msg
to return my call.

Talked with her on
11 Jan & explained our
reason for refusing
membership.

ROUTING AND TRANSMITTAL SLIP

Date 11/2/81

TO: (Name, office symbol, room number, building, Agency/Post)		Initials	Date
1.	EA/OP 5E58 Hqs.		
2.			
3.	DD/OP		
4.			
5.	D/OP		

Action	File	Note and Return
Approval	For Clearance	Per Conversation
As Requested	For Correction	Prepare Reply
Circulate	For Your Information	See Me
Comment	Investigate	Signature
Coordination	Justify	

REMARKS

We have reviewed and do not see where this firm would be of any help to us at this time.



Att

Ltr frm Sansbury-Pricer Corp. dtd 13 Oct. 81

DO NOT use this form as a RECORD of approvals, concurrences, disposals, clearances, and similar actions

FROM: (Name, org. symbol, Agency/Post)	Room No.—Bldg.
	Phone No.

5041-102

OPTIONAL FORM 41. (Rev. 7-76)
Prescribed by GSA
FPMR (41 CFR) 101-11.206

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